CHILTON'S

IRON AGE

December 17, 1984

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PERSONAL COMPUTERS ARRIVE ON THE FACTORY FLOOR

IRON AGE'S SCRAPBOOK OF AMERICAN BUSINESS HUMOR

DECEMBER 17, 1984 VOL. 227, No. 24

CHILTON'S
IRON AGE
MANUFACTURING MANAGEMENT

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PRICE & PRODUCTION DATA

(Effective December 3, 1984)

Steel production by districts, thousands of tons

(000 omitted)	Last Week	Two Weeks Ago	Month Ago	Year Ago
Northeast Coast	158	178	128	194
Pittsburgh	175	161	182	227
Youngstown	83	60	89	89
Lake Erie	115	115	127	141
Detroit	124	144	130	136
Chicago	399	418	412	516
Cincinnati	91	90	81	90
St. Louis	77	67	72	73
Southern	168	168	164	159
Western	66	62	67	76
U.S. Production	1,456	1,463	1,452	1,710

Source: American Iron & Steel Institute

Lake Superior Ore Prices

51.50% Fe Natural delivered lower Lake ports. Rail transportation, handling and unloading may be charged to the account of the buyer. Coarse ore 80¢ premium.

Pellets (per iron unit natural	gross ton 80.50-86.9*
Mesabi, regular-unscreened	gross ton $32.53
Mesabi, non-bessemer	gross ton $30.03-31.53**

*80.50¢—Pickands Mather as of 1/27/81.
86.9¢—U.S. Steel as of 3/15/82. Cleveland-Cliffs as of 2/26/82. Oglebay Norton as of 3/25/82. and Hanna Mining as of 2/26/82.
**Effective 8/1/83.

STEEL PRODUCTION, COMPOSITE PRICES

(Effective December 3, 1984)

U.S. Steel Production	Last Week	Two Weeks Ago	To Date 1984	To Date 1983
Net tons, in thousands	1,456	1,463	85,333	75,827
Capability Utilization Rate	56.2	56.5	68.7	54.7

Composite Prices	This Week	Week Ago	Month Ago	Year Ago
Finished Steel Base* (¢/lb.—eff. 7/1/84)	27.582	27.582	27.582	26.822
Pig Iron** (Net ton = 2000 lbs.)	$213.00	$213.00	$213.00	$213.00
Scrap No. 1 hvy.*** (Gross ton = 2240 lbs.)	$ 78.50	$ 78.50	$ 79.50	$ 86.17
No. 2 bundles	$ 50.50	$ 51.17	$ 50.83	$ 54.50

Scrap Comparison (Gross Ton)

No. 1 steel, Pittsburgh	$ 79.50	$ 79.50	$ 81.50	$ 90.50
No. 1 steel, Philadelphia	75.50	75.50	76.50	83.50
No. 1 steel, Chicago	80.50	80.50	80.50	84.50
No. 1 bundles, Detroit	61.50	64.50	64.50	86.50
Low Phos., Youngstown	72.50	72.50	72.50	88.50
No. 1 mach'y cast., Pgh	66.50	66.50	66.50	79.50
No. 1 mach'y cast., Phila	98.50	98.50	98.50	97.50
No. 1 mach'y cast., Chi	110.50	110.50	110.50	111.50

*Finished Steel Composite. Weighted index of steel bars, shapes, plates, wire, rails, black pipe, hot and cold rolled sheets and strips.
**Pig Iron Composite. Based on average prices for basic and foundry pig iron at representative producing points within the U.S.
***Steel Scrap Composite. Average of No. 1 hvy. melting steel scrap and No. 2 bundles delivered to consumers at Pittsburgh, Philadelphia and Chicago.

NONFERROUS PRICES

(Effective December 3, 1984) Prices obtained in trade based on representative tonnages per gross ton delivered to consumer unless otherwise stated.

Primary Metal Prices

(cents per lb.)	current price	last price	date of change
Aluminum (LME)	51.09	51.80	12/ 3/84
Copper (C)	63.00-66.00	62.50-66.00	12/ 3/84
Lead	26.00-28.00	26.00-	11/13/84
Magnesium Ingot	148.00	143.00	5/25/84
Nickel (LME)	214.19	213.59	12/ 3/84
Titanium Sponge	555.00-585.00	555.00	4/29/82
Zinc	45.00	45.00-48.00	9/21/84

ALUMINUM: Avg. for last week & previous week. COPPER (C) = cathode. LEAD: common grade. MAGNESIUM: 99.8% pig, delivered. NICKEL: Avg. for last week & previous week. Canada. ZINC: high grade.

Antimony, American Laredo, Texas	$2.00
Beryllium-aluminum 5% Be, per lb. contained Be	$230.00
Beryllium-copper, per lb. cont. Be	$140.00
Beryllium 97% powder 200	$178.00
Cadmium, ton lots	$1.55
Calcium, ton lots, crown	$3.58
Chromium, 99.8%	$3.75
Cobalt, 99%, cathode	$12.50
Gold per troy oz.	$329.50
Indium, dollars per troy oz.	$3.10-3.30
Iridium, dollars per troy oz.	$450.00
Magnesium sticks, 10,000 lbs.	$1.97
Mercury, per 76-lb. f.o.b. N.Y.	$315.00-328.00
Molybdenum, lb. tech. moly oxides, 20 lb. MO can	$6.85
Nickel electro (PDCR)	$3.29
Palladium, per troy oz.	$143.00
Platinum, per troy oz.	$320.00
Rhodium, per troy oz.	$815.00
Silver ingots, per troy oz.	$7.475
Vanadium	$6.00
Zirconium sponge	$12.00-17.00

(Per lb. unless otherwise noted)

Straits Tin Price

(U.S. cents per lb. EX-SMELTER, based on daily market in Penang in Malaysian dollars per kilo.)

Nov. 26—548.73 Nov. 29—548.73
Nov. 27—548.99 Nov. 30—548.46
Nov. 28—549.12

Scrap Prices
Brass Mill Scrap

(Cents per lb., over 20,000 lbs. add 1¢ per lb.)

	Solids	Turning
Copper	60½	50¼
Yellow brass	54⅞	50
Red brass	56¾	50½
Comm. bronze	57¼	51
Mang. bronze	57⅜	47¼
Free cutting rod ends	51	50

Custom Smelters Scrap

(Cents per lb., carload lots, del. refinery)

No. 1 copper wire	55
No. 2 copper wire	46
Light copper	37

Ingot Makers Scrap

(Cents per lb., carload lots, delivered)

No. 1 copper wire	51
No. 2 copper wire	42
Light copper	33
No. 1 composition	46
No. 1 comp. turnings	43
Hvy. yellow brass solids	35
Hvy. yellow brass turnings	31
Radiators	37

Aluminum

New mixed clips	35	— 36
Old sheet	33	— 34
Old cast	33	— 34
Clean dry borings	33	— 34

Dealers' Scrap

(Dealers' buying price f.o.b. New York in cents per pound)

Aluminum

Segregated clippings	27	— 29
Mixed I.C. clips	24	— 26
Old sheets and cast	22	— 23
Borings and turnings	18	— 20
Duraluminum clippings	24	— 25

Copper and Brass

No. 1 copper wire	42	— 43
No. 2 copper wire	34	— 35
Light copper	29	— 30
Radiators	31	— 32
No. 1 composition	40	— 41
No. 1 composition turnings	37	— 38
Cocks and faucets	27	— 28
Clean heavy yellow brass	28	— 29
Brass Pipe	29	— 30
New soft brass clippings	41	— 42

Lead

Heavy soft lead	9	— 10
Whole batteries	3	— 4
Type metal	16	— 17
Electrotype	13	— 14

Nickel

Nickel solids	115	—120
Nickel rod ends	115	—120
Nickel sheets, clips	115	—120
Nickel turnings	40	— 45

Zinc

New zinc clippings	18	— 19
Old diecast zinc	14	— 15

EFFECTIVE DECEMBER 3, 1984

(Effective December 3, 1984) Prices obtained in trade based on representative tonnages per gross ton delivered to consumer unless otherwise stated. Prices are the opinions of *Iron Age* editors and correspondents, based on contacts with dealers, brokers, generators and users in the industry on the effective date listed above.

Ferrous Scrap Prices

Pittsburgh

No. 1 hvy. melting	$ 79.00 to	$ 80.00
No. 2 hvy. melting	71.00 to	72.00
No. 1 dealer bundles	89.00 to	90.00
No. 1 factory bundles (auto)	89.00 to	90.00
No. 2 bundles	50.00 to	51.00
No. 1 busheling	89.00 to	90.00
Machine shop turnings	10.00 to	11.00
Shoveling turnings	51.00 to	52.00
Cast iron borings	49.00 to	50.00
Low phos. punchings plate	99.00 to	100.00
Heavy turnings	71.00 to	72.00
No. 1 RR hvy. melting	87.00 to	88.00
Rails, 2 ft. and under	103.00 to	104.00
Scrap rails, random lgth	93.00 to	94.00
RR specialties	97.00 to	98.00
No. 1 machinery cast	66.00 to	67.00
Cupola cast	59.00 to	60.00
Heavy breakable cast	30.00 to	31.00
Stainless		
18-8 bundles and solids	570.00 to	580.00
18-8 turnings	470.00 to	480.00

Chicago

No. 1 hvy. melting	$ 80.00 to	$ 81.00
No. 2 hvy. melting	75.00 to	76.00
No. 1 dealer bundles	89.00 to	90.00
No. 1 factory bundles (auto)	87.00 to	88.00
No. 2 dealer bundles	54.00 to	55.00
No. 1 busheling	87.00 to	88.00
Shredder scrap	89.00 to	90.00
Machine shop turnings	43.00 to	44.00
Mixed borings and turnings	44.00 to	45.00
Shoveling turnings	48.00 to	49.00
Cast iron borings	48.00 to	49.00
Low phos. forge crop	114.00 to	115.00
Low phos. punchings plate 1/4 in. and heavier	124.00 to	125.00
Low phos. 2 ft. and under	119.00 to	120.00
No. 1 RR hvy. melting	86.00 to	87.00
Scrap rails random lgth	88.00 to	89.00
Reroller rails	99.00 to	100.00
Rails, 2 ft. and under	113.00 to	114.00
RR couplers and knuckles	90.00 to	91.00
RR car axles	123.00 to	124.00
No. 1 machinery cast	110.00 to	111.00
Cupola cast	99.00 to	100.00
Stove plate	94.00 to	95.00
Steel car wheels	100.00 to	101.00
Stainless		
18-8 bundles and solids	490.00 to	500.00
18-8 turnings	420.00 to	430.00
430 bundles and solids	120.00 to	125.00
430 turnings	80.00 to	90.00

Philadelphia

No. 1 hvy. melting	$ 74.00 to	$ 77.00
No. 2 hvy. melting	66.00 to	69.00
No. 1 dealer bundles	87.00 to	90.00
No. 2 dealer bundles	45.00 to	48.00
No. 1 busheling	87.00 to	90.00
Shredder scrap	94.00 to	97.00
Machine shop turnings	29.00 to	32.00
Mixed borings and turnings	29.00 to	32.00
Shoveling turnings	38.00 to	41.00
Low phos. 5 ft. and under	84.00 to	87.00
Low phos. 2 ft. punchings	110.00 to	113.00
Electric furnace bundles	95.00 to	98.00
RR specialties	87.00 to	90.00
Rails, 2 ft. and under	112.00 to	115.00
Cupola cast	76.00 to	79.00
Heavy breakable cast	57.00 to	60.00
No. 1 machinery cast	97.00 to	100.00

Detroit

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 50.00 to	$ 51.00
No. 2 hvy. melting	49.00 to	50.00
No. 1 dealer bundles	61.00 to	62.00
No. 2 bundles	31.00 to	32.00
No. 1 busheling	60.00 to	61.00
Drop forge flashings	38.00 to	39.00
Machine shop turnings	44.00 to	45.00
Mixed borings and turnings	21.00 to	22.00
Shoveling turnings	45.00 to	46.00
Cast iron borings	31.00 to	32.00
Heavy breakable cast	40.00 to	41.00
Mixed cupola cast	56.00 to	57.00
Automobile cast	80.00 to	81.00
Stainless		
18-8 bundles and solids	445.00 to	455.00
18-8 turnings	350.00 to	360.00
430 bundles and solids	105.00 to	115.00

Youngstown

No. 1 hvy. melting	$ 59.00 to	$ 62.00
No. 2 hvy. melting	42.00 to	45.00
No. 1 dealer bundles	71.00 to	72.00
No. 2 dealer bundles	35.00 to	38.00
Machine shop turnings	11.00 to	14.00
Shoveling turnings	16.00 to	19.00
Low phos. plate	71.00 to	74.00
Electric furnace bundles	69.00 to	72.00
Galvanized bundles	59.00 to	62.00

Cleveland

No. 1 hvy. melting	$ 50.00 to	$ 53.00
No. 2 hvy. melting	34.00 to	37.00
No. 1 dealer bundles	62.00 to	65.00
No. 1 factory bundles	71.00 to	74.00
No. 2 bundles	19.00 to	22.00
No. 1 busheling	64.00 to	67.00
Machine shop turnings	6.00 to	9.00
Mixed borings and turnings	6.00 to	9.00
Shoveling turnings	7.00 to	10.00
Cast iron borings	10.00 to	13.00
Cut structural & plates 2 ft. and under	100.00 to	103.00
Low phos. punchings plate	100.00 to	103.00
Drop forge flashings	35.00 to	38.00
Foundry steel, 2 ft. & under	57.00 to	60.00
No. 1 RR hvy. melting	73.00 to	76.00
Rails, 2 ft. and under	105.00 to	108.00
Rails, 18 in. and under	106.00 to	109.00
Steel axle turnings	58.00 to	59.00
Railroad cast	89.00 to	91.00
No. 1 machinery cast	99.00 to	101.00
Cupola cast	55.00 to	58.00
Stove plate	41.00 to	44.00
Stainless		
18-8 bundles	375.00 to	385.00
18-8 turnings	325.00 to	335.00
430 bundles	80.00 to	85.00

Buffalo

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 62.00 to	$ 63.00
No. 2 hvy. melting	51.00 to	52.00
No. 1 busheling	72.00 to	73.00
No. 1 dealer bundles	71.00 to	72.00
No. 2 bundles	36.00 to	37.00
Machine shop turnings	11.00 to	12.00
Mixed boring and turnings	12.00 to	13.00
Shoveling turnings	15.00 to	16.00
Cast iron borings	20.00 to	21.00
Low phos. plate	92.00 to	93.00
Structural and plate 2 ft. and under	95.00 to	96.00
Rails, 2 ft. and under	95.00 to	96.00
Scrap rails, random lgth	72.00 to	73.00
No. 1 machinery cast	78.00 to	79.00
No. 1 cupola cast	58.00 to	59.00

St. Louis

No. 1 hvy. melting	$ 58.00 to	$ 59.00
No. 2 hvy. melting	47.00 to	48.00
Foundry steel, 2 ft.	58.00 to	59.00
No. 1 dealer bundles	58.00 to	59.00
No. 2 bundles	42.00 to	43.00
Machine shop turnings	17.00 to	18.00
Shoveling turnings	23.00 to	24.00
Cast iron borings	27.00 to	28.00
No. 1 RR hvy. melting	58.00 to	59.00
Rails, random length	65.00 to	66.00
Rails, 18 in. and under	83.00 to	84.00
RR specialties	80.00 to	81.00
Cupola cast	72.00 to	73.00
Heavy breakable cast	50.00 to	51.00
Stove plate	83.00 to	84.00
Steel car wheels	94.00 to	95.00
Rerolling rails	78.00 to	79.00
Unstripped motor blocks	61.00 to	62.00

Birmingham

No. 1 hvy. melting	$ 68.00 to	$ 69.00
No. 2 hvy. melting	63.00 to	64.00
No. 1 dealer bundles	69.00 to	70.00
No. 2 bundles	45.00 to	46.00
No. 1 busheling	69.00 to	70.00
Shredder scrap	94.00 to	95.00
Machine shop turnings	23.00 to	24.00
Shoveling turnings	38.00 to	39.00
Cast iron borings	38.00 to	39.00
Electric furnace bundles	67.00 to	68.00
Elec. furnace, 3 ft. & under	68.00 to	69.00
Structural and plate, 2 ft.	97.00 to	98.00
Structural and plate, 4 ft.	89.00 to	90.00
No. 1 RR hvy. melting	89.00 to	90.00
Scrap rails, random lgth	85.00 to	86.00
Rails, 2 ft. and under	103.00 to	104.00
Angles and splice bars	89.00 to	90.00
No. 1 cupola cast	86.00 to	87.00
Unstripped motor blocks	67.00 to	68.00

Cincinnati

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 49.00 to	$ 50.00
No. 2 hvy. melting	48.00 to	50.00
No. 1 dealer bundles	60.00 to	61.00
No. 2 bundles	24.00 to	25.00
Machine shop turnings	4.00 to	5.00
Shoveling turnings	6.00 to	7.00
Cast iron borings	17.00 to	18.00
Low phos. 18 in. and under	82.00 to	83.00
Rails, random length	64.00 to	65.00
Rails, 2 ft. and under	77.00 to	78.00
No. 1 cupola cast	54.00 to	55.00
Heavy breakable cast	25.00 to	26.00
Drop broken cast	74.00 to	75.00

New York

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 48.00 to	$ 50.00
No. 2 hvy. melting	39.00 to	41.00
No. 2 dealer bundles	23.00 to	27.00
Mixed borings and turnings	11.00 to	13.00
Machine shop turnings	6.00 to	7.00
Shoveling turnings	14.00 to	15.00
Clean cast, chem. borings	35.00 to	36.00
No. 1 machinery cast	89.00 to	90.00
Mixed yard cast	50.00 to	51.00
Heavy breakable cast	10.00 to	12.00
Stainless		
18-8 prepared solids	490.00 to	510.00
18-8 turnings	390.00 to	410.00
430 prepared solids	90.00 to	110.00
410 solids	80.00 to	90.00

Boston

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 58.00 to	$ 60.00
No. 2 hvy. melting	48.00 to	50.00
No. 1 dealer bundles	58.00 to	60.00
No. 2 bundles	35.00 to	37.00
No. 1 busheling	65.00 to	67.00
Shredder scrap	65.00 to	67.00
Machine shop turnings	10.00 to	12.00
Shoveling turnings	18.00 to	20.00
No. 1 machinery cast	81.00 to	86.00
Mixed cupola cast	48.00 to	50.00
Heavy breakable cast	8.00 to	10.00

San Francisco

No. 1 hvy. melting	$ 44.00 to	$ 46.00
No. 2 hvy. melting	38.00 to	40.00
No. 1 dealer bundles	35.00 to	37.00
No. 2 dealer bundles	18.00 to	20.00
Machine shop turnings	6.00 to	8.00
Cast iron borings	6.00 to	8.00
No. 1 cupola cast	81.00 to	83.00

Los Angeles

No. 1 hvy. melting	$ 45.00 to	$ 47.00
No. 2 hvy. melting	38.00 to	40.00
No. 1 dealer bundles	36.00 to	38.00
No. 2 dealer bundles	18.00 to	20.00
Machine shop turnings	12.00 to	14.00
Shoveling turnings	8.00 to	10.00
Cast iron borings	6.00 to	8.00
Elec. furnace, 1 ft. and under (foundry)	74.00 to	76.00
No. 1 cupola cast	75.00 to	77.00

Seattle

No. 1 hvy. melting	68.00 to	70.00
No. 2 hvy. melting	57.00 to	59.00
No. 2 bundles	40.00 to	42.00
No. 1 cupola cast	92.00 to	93.00
Mixed yard cast	82.00 to	84.00

Hamilton, Ont.

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 87.00
No. 2 hvy. melting, cut 2 ft. and under	81.00
No. 1 dealer bundles	88.00
No. 2 bundles	60.00
Mixed steel scrap	62.00
Bush. new fact. prep'd	89.00
Bush. new fact. unprp'd	79.00
Machine shop turnings	36.00
Short steel turnings	38.00
Mixed borings and turnings	30.00
Cast scrap	79.00

Houston

Brokers buying prices per gross ton on cars:

No. 1 hvy. melting	$ 69.00 to	$ 70.00
No. 2 hvy. melting	56.00 to	57.00
No. 2 bundles	42.00 to	43.00
Machine shop turnings	12.00 to	13.00
Crushed turnings	29.00 to	31.00
Shredder scrap	73.00 to	74.00
Cut structural plate, 2 ft. and under	99.00 to	101.00
Cut structural plate, 5 ft. and under	83.00 to	85.00
Unstripped motor blocks	60.00 to	61.00
Cupola cast	77.00 to	78.00

LOWER AUTO COSTS KEEP A LID ON PRODUCER PRICES

Producer prices in October dropped for the third consecutive month indicating a continued deceleration of inflation and an apparent slowing of economic growth.

The U.S. Bureau of Labor Statistics reported the October drop was 0.2 pct, the same as September. And the September drop had been the biggest in 21 months. Three consecutive months of declines—August through October—is the longest string of drops in 17 years.

The October drop was largely attributable to the seasonally adjusted decline in prices of cars and trucks because increased costs of new 1985 models—traditionally introduced in the fall—were lower than normal. Unadjusted prices for autos—shown at right—rose 5.5 pct.

Among finished consumer goods other than foods and energy, prices were down 0.5 pct. Capital equipment prices dropped 0.6 pct, after registering unchanged in September. That category represents 22.2 pct of the total producer price index.

For the fourth consecutive month, the index of materials for durable manufacturing declined; the October drop was 0.4 pct. Nonferrous metals led the way. Prices of primary aluminum, tin, lead and zinc fell for the third consecutive month. Copper prices resumed their downward pattern after a brief upturn in September.

Although prices for hot rolled steel sheet and strip advanced following several months of slight upward movements, some other types of steel registered small declines.

For machine tools, both metalcutting and metalforming equipment prices rose in October, 0.8 pct and 0.3 pct respectively.

Overall, of the 23 categories shown, 18 rose, only one was down and four were unchanged compared with September.

Latest Month Covered: October, 1984

Products	Index Reading For Month (1967 = 100)	Pct Change From Previous Month	Pct Change From Year-Ago Month
Metal Cutting Machine Tools	389.8	+ 0.8	+ 3.5
Metal Forming Machine Tools	427.0	+ 0.3	+ 2.3
Agricultural Machinery & Equip.	338.0	0	+ 3.0
Construction Machinery & Equip.	359.1	0	+ 1.6
Industrial Process Furnace & Ovens	376.5	+ 0.3	+ 2.4
Industrial Material Handling Equip.	291.1	+ 0.2	+ 1.7
Pumps, Compressors & Allied Equip.	350.4	+ 0.2	+ 1.4
Fluid Power Equip. (Dec. 1970 = 100)	261.4	+ 0.2	+ 2.8
Mechanical Power Transmission Equip.	330.5	+ 0.1	+ 4.6
Automobiles	222.6	+ 5.5	+ 0.3
Motor Trucks—Light	289.6	+ 8.1	+ 3.5
Motor Trucks—Heavy	331.1	- 0.1	+ 3.4
Railroad Equipment	364.6	0	+ 4.6
Fabricated Metal Structural Products	314.0	+ 0.6	+ 3.2
Electric Motors	343.1	+ 0.8	+ 2.3
Valves & Fittings (Dec. 1982 = 100)	102.8	0	+ 3.1
Ball & Roller Bearings	345.1	+ 0.3	+ 4.0
Cutting Tools & Accessories	281.7	+ 0.6	+ 2.4
Heating Equipment	258.2	+ 0.3	+ 5.3
Plumbing Fixtures & Brass Fittings	300.6	+ 2.7	+ 0.5
Metal Containers	358.0	+ 1.5	+ 5.8
Miscellaneous Metal Products	297.7	+ 0.7	+ 3.0

Data based on U.S. Labor Dept.'s Producer Price Index